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Mitsubishi Electric to Enhance Global Smart Meter Business through Collaboration with Echelon

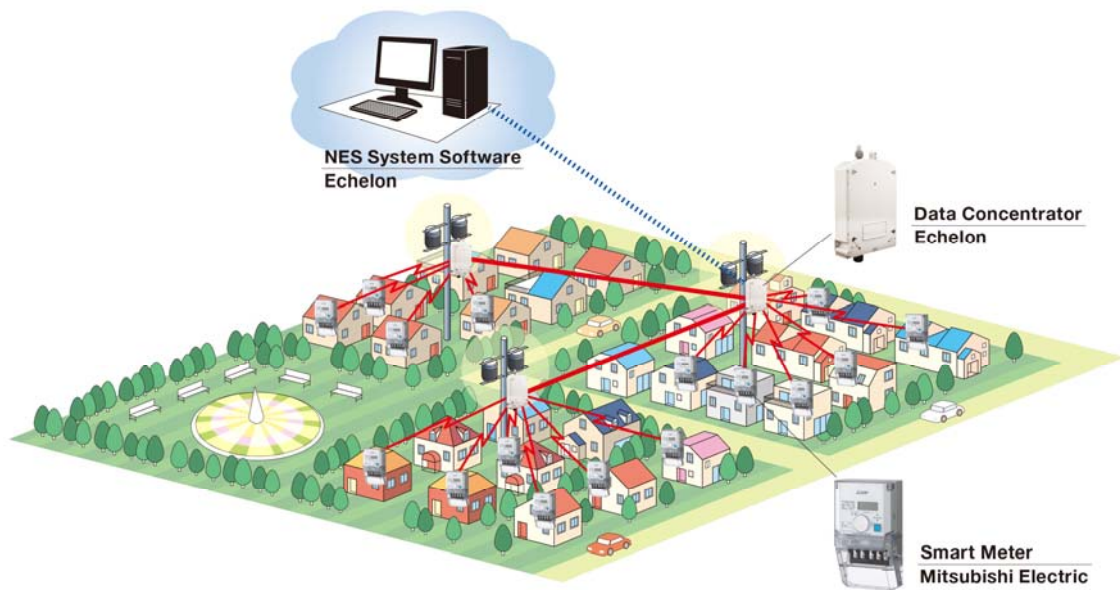
Integrating Echelon's grid-sensing and communication technologies into its smart meters

TOKYO, May 21, 2013 – [Mitsubishi Electric Corporation](#) (TOKYO: 6503) announced today that it will globally enhance business relating to smart meters, which are advanced electricity meters with communication functions, in collaboration with its partner [Echelon Corporation](#) (NASDAQ: ELON). Mitsubishi Electric will integrate Echelon's Open Smart Grid Protocol (OSGP) into its lineup of smart meter products, which are designed for international markets.

Mitsubishi Electric's new smart meters will incorporate grid-sensing and communication technologies based on Echelon's OSGP and its Networked Energy Services (NES) software as well as Mitsubishi Electric's proprietary sensing and metering technologies. The products will be manufactured at Mitsubishi Electric Automation (Thailand) Co., Ltd. in Bangkok, Thailand and PT. MELCOINDA in Bogor, Indonesia, both international subsidiaries of Mitsubishi Electric. The new meter will be exhibited at Metering, Billing/CRM Asia 2013, which will be held in Bangkok, Thailand from May 22 to 23.

Mitsubishi Electric launched its electricity meter business at its Fukuyama Works, Japan, in 1946. Since then, the company has worked to steadily expand this business globally, developing satellite production facilities internationally to meet local demand. In recent years, the company's focus has turned to smart meters.

Echelon is a key technology provider of open standard control networking and has developed one of the world's most widely deployed open standard, multi-application platforms. This advanced technology has a proven track record in applications ranging from embedded sub-systems to complete grid modernization.



Case studies on smart meter business solutions

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About Echelon Corporation

Echelon Corporation (NASDAQ: ELON) is an energy control networking company with the world's most widely deployed proven, open standard, multi-application platform, selling complete systems and embedded sub-systems for smart grid, smart city and smart building applications. Our platform is embedded in more than 100 million devices, 35 million homes and 300,000 buildings, and it powers energy savings applications for smart grids, smart cities and smart buildings. We help our customers reduce operational costs, enhance satisfaction and safety, grow revenues and prepare for a dynamic future. More information about Echelon can be found at <http://www.echelon.com>.

About Mitsubishi Electric Corporation

With over 90 years of experience in providing reliable, high-quality products, Mitsubishi Electric Corporation (TOKYO: 6503) is a recognized world leader in the manufacture, marketing and sales of electrical and electronic equipment used in information processing and communications, space development and satellite communications, consumer electronics, industrial technology, energy, transportation and building equipment. Embracing the spirit of its corporate statement, Changes for the Better, and its environmental statement, Eco Changes, Mitsubishi Electric endeavors to be a global, leading green company, enriching society with technology. The company recorded consolidated group sales of 3,567.1 billion yen (US\$ 37.9 billion*) in the fiscal year ended March 31, 2013. For more information visit <http://www.MitsubishiElectric.com>

*At an exchange rate of 94 yen to the US dollar, the rate given by the Tokyo Foreign Exchange Market on March 31, 2013